

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-03 H-02 INR-07 L-03

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FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 1072

INFO EC BRUSSELS

OECD PARIS

USMISSION BERLIN

AMEMBASSY BERLIN

AMEMBASSY WARSAW

AMEMBASSY MOSCOW

AMEMBASSY BRUSSELS

AMEMBASSY BONN

AMEMBASSY LUXEMBOURG

AMEMBASSY PARIS

AMEMBASSY LONDON

AMEMBASSY

AMEMBASSY ROME

AMEMBASSY THE HAGUE

UNCLAS COPENHAGEN 1746

E.O. 11652: N/A

TAGS: EGEN, PFOR, DA, GE

SUBJECT: DANISH FOREIGN ECONOMIC MINISTER VISIT TO

EAST BERLIN

REF: COPENHAGEN 1693

1. SUMMARY. IN TWO DAY VISIT TO EAST BERLIN, JUNE 16-17, FOREIGN ECONOMIC MINISTER IVAR NORGAARD, ACCOMPANIED BY UNDER SECRETARY JENS CHRISTENSEN, DISCUSSED PRINCIPALLY DANISH-GDR TRADE AND PRESSED FOR GDR ACTION TO CORRECT HEAVILY UNFAVORABLE (TO UNCLASSIFIED

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DENMARK) TRADE BALANCE. GDR FOREIGN TRADE MINISTER

HORST SOELLE REPORTEDLY PROVIDED ASSURANCES THAT IMPORTS FROM DENMARK WOULD BE INCREASED. IN COMMENT TO PRESS, NORGAARD MADE FAVORABLE NOISES ON FUTURE COOPERATION BETWEEN EC AND COMECON. SOELLE AGREED TO RETURN THE VISIT WHEN THE TRADE BALANCE IMPROVED. END SUMMARY

2. PENDING A DEBRIEFING FROM THE FOREIGN MINISTRY NEXT WEEK, THE FOLLOWING IS A SUMMARY OF PRESS REPORTS ON NORGAARDS VISIT TO EAST BERLIN. THE PRINCIPAL OBJECTIVE WAS AN IMPROVEMENT OF DENMARK'S UNFAVORABLE TRADE BALANCE WITH GDR WHICH, THE DANES FOUND, DETERIORATED BADLY SINCE THE END OF 1973. (SEE LAST PARA BELOW FOR TRADE STATISTICS.)

3. SOELLE REPORTEDLY ASSURED NORGAARD THAT APPROPRIATE STEPS WOULD BE TAKEN TO STEP UP GDR PURCHASES FROM DENMARK AND, IN NORGAARD'S PRESENCE, CALLED IN HIS TRADE DIRECTORS AND ORDERED THEM TO LOOK MORE TOWARD DENMARK ON IMPORTS. DANES TOLD THE PRESS THAT THEY WERE IMPRESSED BY THIS DISPLAY BUT NEVERTHELESS HAD RESERVATIONS AS TO ITS EVENTUAL RESULTS. THEY CITED THE PRESENT "ECONOMIC CRISIS" IN GDR, ALLEGEDLY DUE TO SHARPLY INCREASED PRICES OF SOVIET OIL.

4. SPECIFICALLY, THE GDR OFFICIALS PROMISED CONSIDERATION OF THE FOLLOWING DANISH TRADE OPPORTUNITIES: (A) SHIPBUILDING WHERE THEY WILL SEEK TO PLACE ORDERS FOR NEW FERRY BOATS AT THE AALBORG SHIPYARD FOR ABOUT DKR 200 MILLION (\$36.8 MILLION; (B) AUTOMATIC CASTING MACHINES MANUFACTURED BY DISA OF COPENHAGEN; (C) A MEAT PACKING PLANT TO BE SUPPLIED BY NUTRIDAN OF AARHUS; AND (D) A POSSIBLE JOINT VENTURE WITH THE DANISH PRODUCER, JUTLANDIA.

5. EC AND COMECON RELATIONS WERE ALSO DISCUSSED. NORGAARD WAS QUOTED BY THE DANISH PRESS AS STATING: "TRADE POLICY TODAY IS DIFFERENT FROM THE DAYS WHEN THE ROME TREATY WAS WRITTEN. IT WILL BE USEFUL TO UNCLASSIFIED

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HAVE CLOSER COOPERATION BETWEEN THE SMALL NATIONS OF THE EC AND COMECON. POSSIBLY, COMECON AND THE EC COULD REACH AGREEMENT ON A CODE OF CONDUCT." NORGAARD ADDED THAT HE WOULD, DURING AN UPCOMING VISIT TO THE USSR, SEEK CONTACT WITH THE COMECON SECRETARY GENERAL OR THE MINISTERIAL COUNCIL TO DISCUSS POSSIBILITIES OF SUCH AGREEMENT.

6. BEFORE LEAVING, NORGAARD INVITED SOELLE TO VISIT DENMARK. SOELLE AGREED--BUT ONLY AFTER THE TRADE BALANCE HAD IMPROVED.

7. FOLLOWING ARE RECENT DANISH-GDR TRADE FIGURES IN U.S. DOLLARS AT CURRENT EXCHANGE RATE (\$1 EQUALS DKR 5.434):

| FIRST QUARTER |                |                |
|---------------|----------------|----------------|
| 1973          | 1974           | 1975           |
| DANISH        | \$25.2 MILLION | \$32.6 MILLION |
| EXPORTS       |                | \$ 7.6 MILLION |

DANISH \$36.4 MILLION \$65.2 MILLION \$12.8 MILLION  
IMPORTS.  
DUNNIGAN

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